

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Pennsylvania Cold Drawn

Catalyst Connection

Pennsylvania Cold Drawn Success Story

Client Profile:

Pennsylvania Cold Drawn (PACD) is located in Beaver Falls, Pennsylvania. The company produces cold drawn steel products to close tolerances for the industrial and consumer-end markets. PACD employs 120 people.

Situation:

In 2002, the St. Louis-based Maverick Tube Corporation decided to close its Beaver County facility as part of a corporate-wide product realignment process. A group of eight local investors, primarily former mill management, decided to buy the facility and reopened it later that year as Pennsylvania Cold Drawn. Knowing that ISO certification would be a key requirement of many customers, the new owners wanted to develop and implement a quality management system to meet the new ISO 9001:2000 standards. The limited staff quickly realized, however, that they did not have the manpower or resources to manage this important strategic business decision and contacted Catalyst Connection, a NIST MEP network affiliate, for assistance.

Solution:

Catalyst Connection worked with PACD to identify and manage every aspect of their operation, from order entry and shipment to service follow-up. This included reviewing, analyzing and documenting all PACD processes. Recognizing the additional requirements and process-oriented approach for the ISO 9001:2000 standard, Catalyst Connection also provided an on-site quality expert for the project's four-month duration. The Catalyst Connection expert trained the PACD employees on the new requirements of ISO 9001:2000 and helped to develop and enhance their corporate documentation.

Results:

- * Passed upgrade audit.
- * Achieved a more competitive and profitable position.
- * Hired 93 new employees.
- * Increased economic stability in Beaver County area.

Testimonial:

"Catalyst handled the entire [certification] process with timeliness, efficiency, accuracy and completeness, freeing up time for management to get our business up and running. I'd use them again in a heartbeat."

Tony Korbar, Quality Assurance Manager